

# Proposal On Competitiveness and Revenue Maximization



- ▶ **\$75 million License Fee.** One-time license fee of \$75 million for 20 year agreement for all lottery and gaming services (at current rates) at the end of IGT Master Contract
  - ▶ State and IGT can honor existing contract without interference
  - ▶ Immediate award of all VLT units not contractually allocated to IGT and award of all units IGT loses through efficiency process through end of IGT Master Contract
- ▶ **Corporate Headquarters and Jobs.** We will maintain our corporate HQ in RI, guarantee 1500 FTEs, and increase our headcount to include all RI-related IGT FTE service levels and more as we acquire other companies.
  - ▶ Material investment at Twin River including mixed-use development and other amenities
  - ▶ We will extend our agreement not to compete in MA, CT and NH
- ▶ **Competitiveness.** Enhancing our ability to compete is fundamental to the health of RI's third largest revenue stream. Given our operational expertise Twin River is best positioned to maximize revenues and we will invest aggressively to do so.
  - ▶ We will replace or convert at least 15% of VLTs annually.
  - ▶ State support of various program adjustments to enhance our ability to compete and maximize revenues

# Twin River Proposal to RI

MAY 14, 2019

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## Executive Summary

- New England has become a highly competitive gaming market. **To compete effectively and maximize revenues**, the State needs to foster a **three-way partnership** with IGT and Twin River that provides players with the optimal entertainment experience
- A **bedrock principle** of the 2003 GTECH Master Contract and RI law **is to have competition** for VLTs to **ensure proper investment and align economic incentives**
  - Central system provider has been limited to a maximum of 50% of VLTs – IGT now has over 85%, well beyond the intended scope of the 2003 Public Law
- After the merger, **IGT obtained monopoly power** and exercised it to the **State's detriment**
  - IGT is performing well below competition, **costing the State \$20-25M annually**
  - **IGT has financial incentives that are directly adverse to the State's interests**: it benefits financially by not replacing machines and/or disproportionately using its own product regardless of performance
  - The **financial interests of Twin River and the State are aligned** on VLT investment and selection
- IGT's dominant share of VLTs is commercially unreasonable, unprecedented and **unsustainable against New England competition**
- **Twin River's proposal maximizes revenues for the State** immediately and long-term while creating **competitive checks and balances** that will **drive desired investment/performance**
  - IGT gets 80%+ of 2018 economics with an opportunity to earn **\$800M - \$1 Billion over 20 year extension**



# 2003 GTECH Master Contract

## 2003 GTECH Master Contract

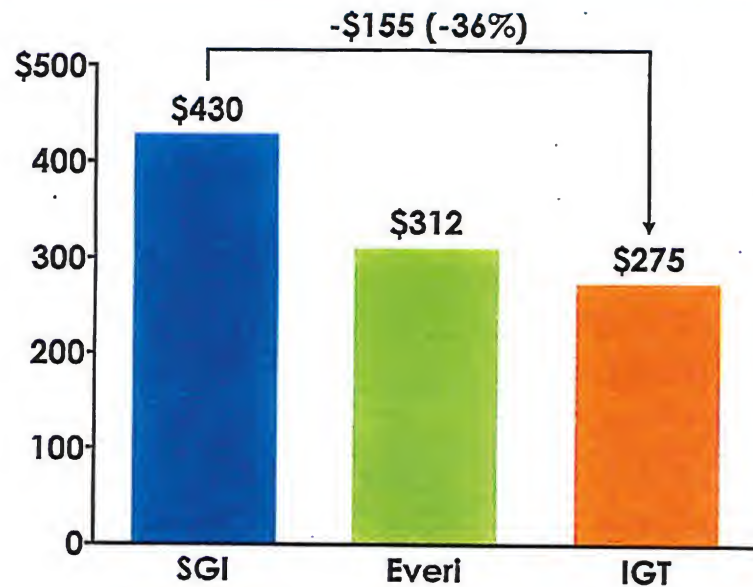
- \$12.5 million up-front license fee paid to State
- Maintain 1,000 jobs in RI (and move 500 to Providence)
  - GTECH obligated to **"maintain its world headquarters in that facility for the twenty (20) year term"** P.L. 2003, ch. 32 § 3(a)(a)
- \$100 million investment over 5 years (new building cost approx. \$70M)
- GTECH received 100% of lottery
- GTECH received 100% of VLT central monitoring system
- GTECH received 50% of VLT units (up from 15%) with HARD CAP
  - **"The central communications licensee may provide a maximum of fifty percent (50%) of the video-lottery-terminals"** RIGL § 42-61.2-1(2)
    - 2003 Public Law provides: "Section 3. Inconsistent provisions. ... the limitations set forth in Section 42-61.2-1(1) shall not apply to the Master Contract." **The Master Contract did not make any provision for GTECH's share to exceed 50%.**
  - Under competitive **efficiency process beginning in 2008** GTECH could lose up to 15% of units per year **if below 97%**

## Data and assumptions

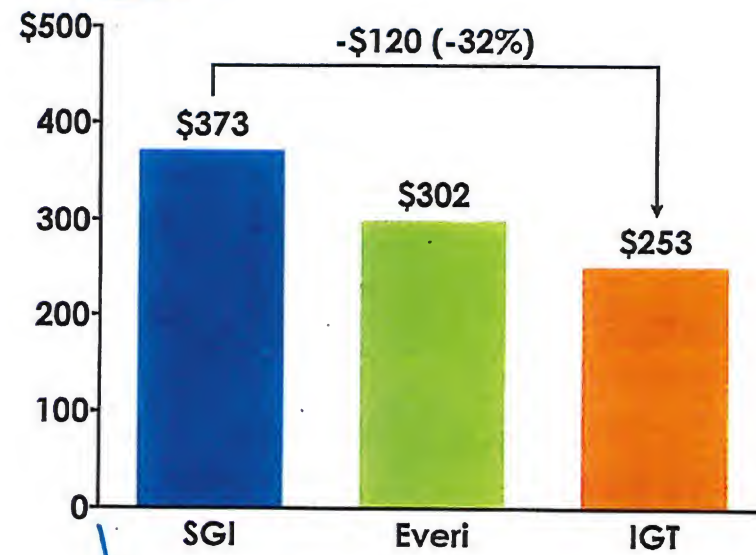
- ▶ Calendar Year 2018 data for Twin River Lincoln used for the analysis
- ▶ Due to the conversion from Newport Grand to Tiverton in 2018, Tiverton data is not used with the exception of pages 6 and 7
- ▶ Twin River data based on reports provided from the IGT reporting system with the following management adjustments to normalize the data set for better trend analysis
  - ▶ Virtual table games (blackjack and roulette) were removed from the analysis
  - ▶ Units replaced in 2018 removed from the analysis to focus on **active units** and their contribution
  - ▶ **Impact** - Positive NTIPUPD impact: **\$287 NTIPUPD pre-adjustment vs. \$292 NTIPUPD post adjustment**
- ▶ Due to limited reporting capability, the actual numbers may be subject to  $\pm 2\% - 5\%$  variance in some cases which would not have any impact on the directionality or inference drawn in this presentation

## IGT machines are significantly underperforming the competition

Twin River Lincoln NTIPUPD – CY2018



Tiverton Casino NTIPUPD – YTD 2019



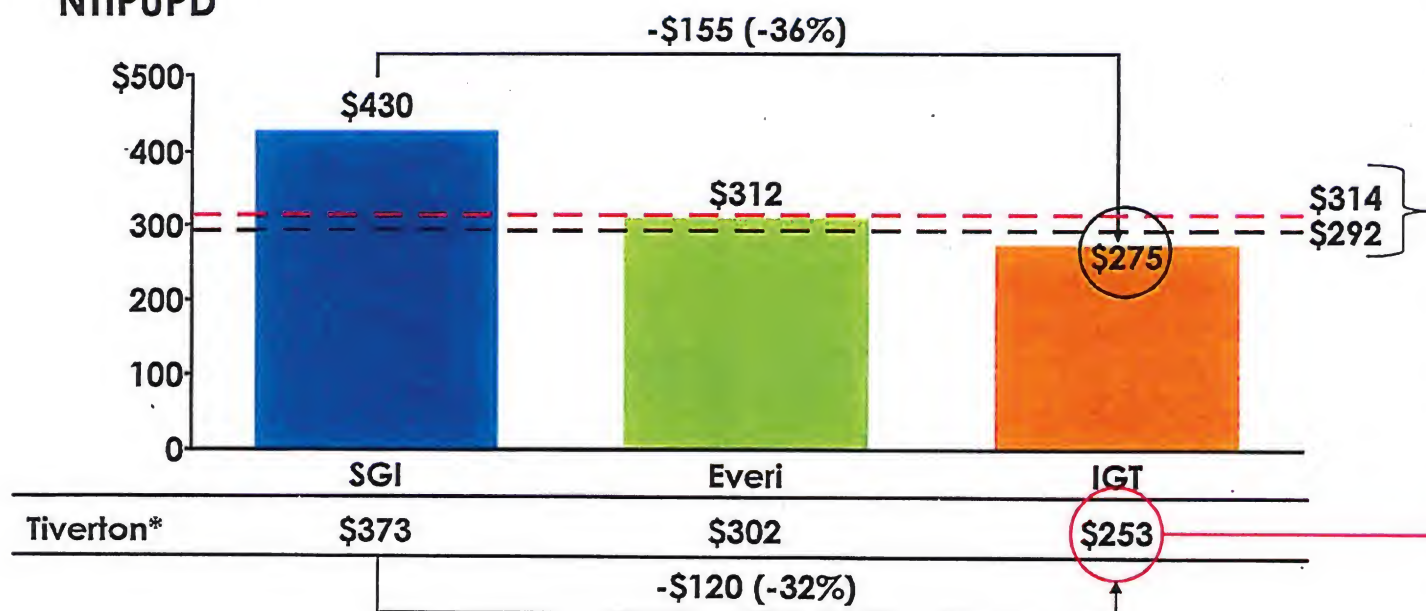
Data based on management reporting. \*Tiverton Internal report for 2019 (YTD 2019 until 5/4/19)  
Note – 2018 data updated to remove virtual table units and replaced machines

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## The State lost at least \$20-25 Million in 2018 at Twin River

### NTIPUPD



Twin River performance would have been at least **7% higher** with **newer units, better content and enhanced system functionality**. This increase in sales would have contributed an additional **\$20M-\$25M** to the State last year.

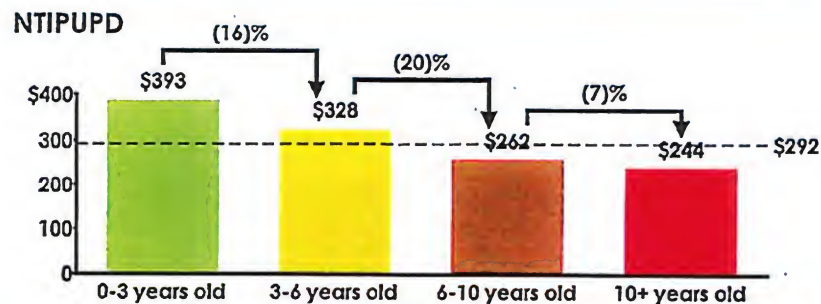
Even with **majority of new units**, IGT is **underperforming in Tiverton**

Data based on management reporting. \*Tiverton Internal report for 2019 (YTD 2019 until 5/4/19)  
Note - 2018 data updated to remove virtual table units and replaced machines

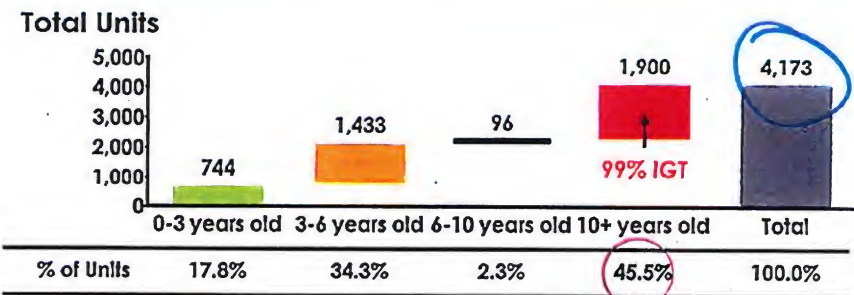
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IGT is underperforming competition because their machines are too old with significant underinvestment in replacements and conversions

### Revenues consistently decline as machines age

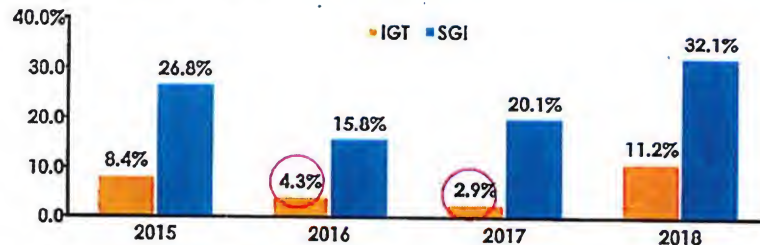


### Over 99% of the aged units belong to IGT



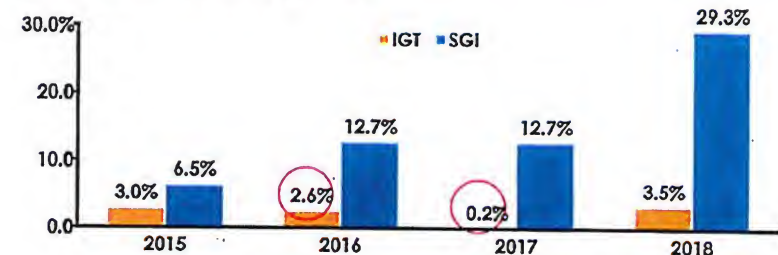
### SGI replaces machines 3.5x more than IGT

#### Replacements/New Units



### SGI converts machines 6.5x more than IGT

#### Game Conversions/Existing Units



2018 full year management reporting data  
2018 NTI data updated to remove virtual table units and replaced unit contribution to NTI

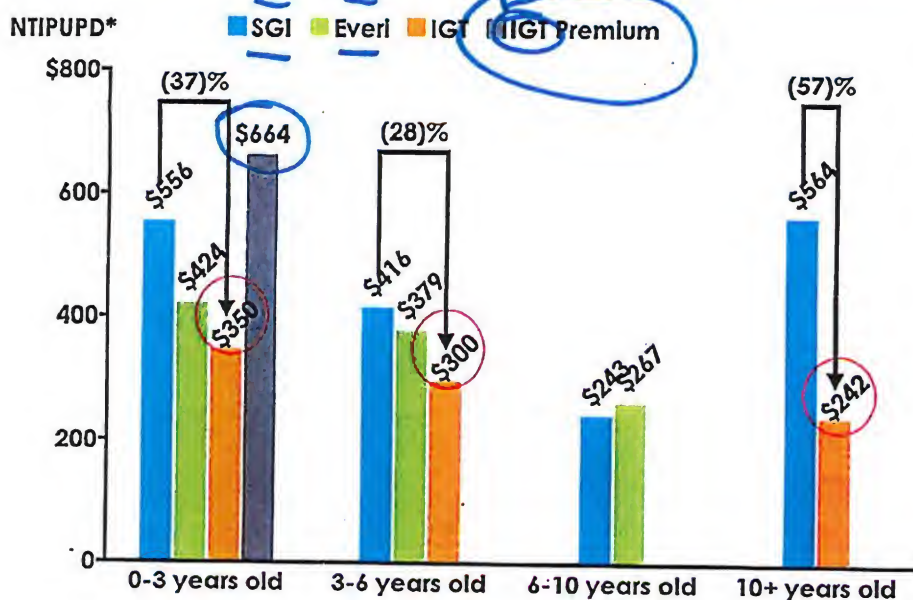
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61 machines

Even in the limited circumstances when IGT invests to replace VLT units, on balance the new IGT units perform well below competition

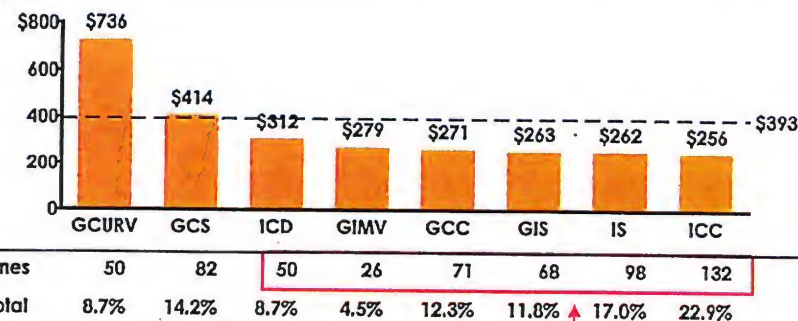
IGT significantly underperforms SGI units regardless of age...



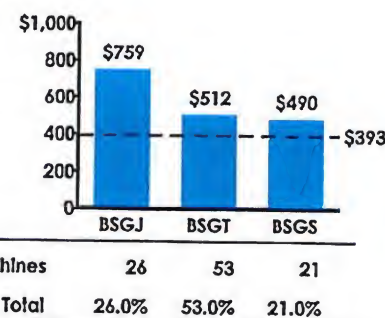
\* Data for select vendors only  
2018 full year management reporting data  
2018 NTI data updated to remove virtual table units and replaced units contribution to NTI

...and cabinet style

IGT



SGI

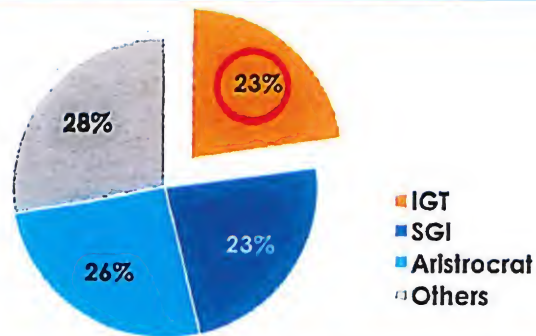


IGT has **exclusively used their own product** for replacements in last 2-3 years despite poor relative performance: **77% of the new IGT Machines** in the 0-3 year old category **underperform the category average of \$393**

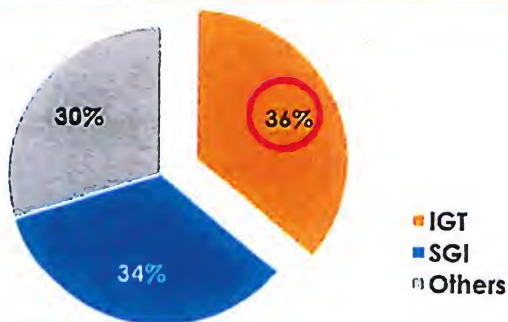
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IGT's monopoly power for RI VLT units is uncompetitive, commercially unreasonable, unprecedented and unsustainable

IGT's NA Gaming Ops share is only 23%



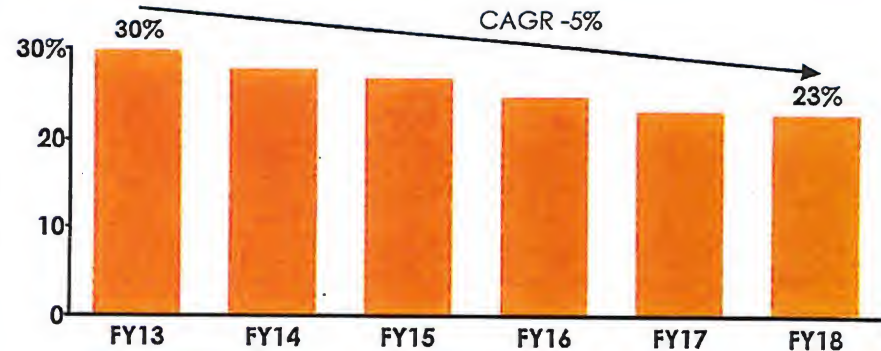
Plainridge Park has 36% of IGT units



Source: IGT Public filings, 2018 Q2 Eilers KPI Report  
Twin River Analysis

*is this 2 of the floor  
manufactured by IGT  
at Plainridge?*

IGT's NA unit installed base share is declining



"Overall **casino-owned game performance [for IGT]** continues to index below house average at **0.88x** while the company's share of top performing **casino owned games declined to 25% vs. 32%, last quarter and 35% two quarters ago**" Q4 CY17 Eilers KPI report

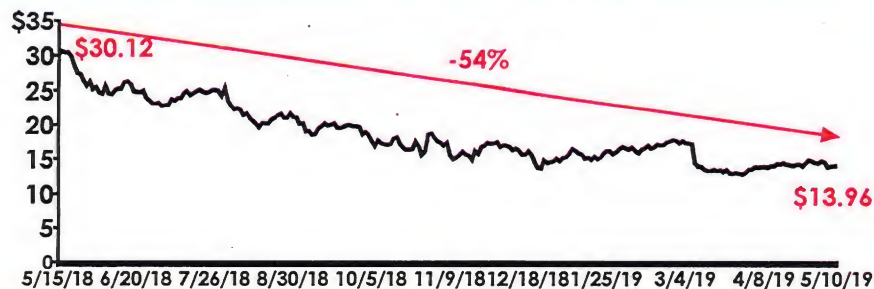
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## RI contract is material for IGT yet IGT failed to expand in RI with growth

- IGT will earn **\$200M-\$250M** in Revenue through 2023 **only if** it maintains 1,000 employees in RI
- Under Twin River Proposal, IGT would earn **\$800M-\$1BN** in Revenue during 20 year extension

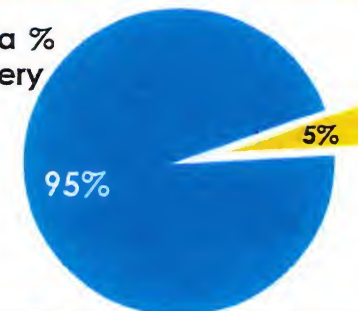
### IGT's stock has declined ~54% in the last year



### RI is one of the top 5 US contracts for IGT

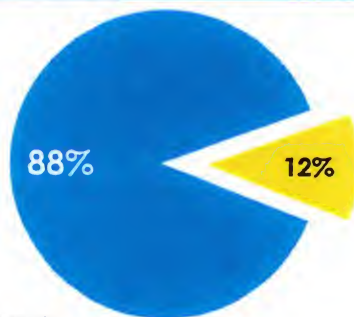
Service Revenue as a % of North America Lottery

- Rhode Island
- Others (N. America)

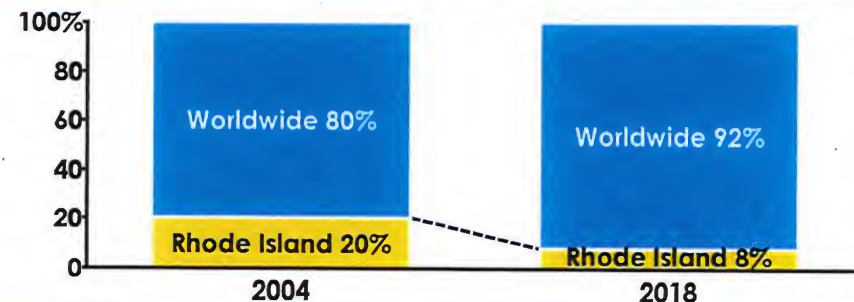


### RI is 12% of IGT's Recurring Rev installed base

- Rhode Island
- Others (N. America)



### RI employee base has proportionally declined





## TR Proposal maximizes performance and honors IGT contract

- Upfront payment of **\$37.5 million to State immediately** for 20 year contract and some immediate adjustments designed to improve competitiveness
- Twin River guarantees to maintain **1500 FTEs** in RI for the term
- Twin River receives **50% of central system** (1.25%) beginning in 2023 at end of the current IGT term and pays to IGT 50% of the system cost
- Twin River receives **50% of all VLT units** (7%) in 2023 at end of current IGT term
  - Twin River receives all non-IGT units immediately plus all units IGT loses, if any, in robustly-enforced efficiency process through 2023
  - Twin River, **with economic incentives aligned with the State interest**, will actively and consistently replace and/or convert units with the best, most competitive games
- In the highly unlikely event that IGT declares that it is leaving RI in 2023, Twin River will pay the State **\$75 million immediately** for all gaming rights beginning in 2023
  - If IGT fails to satisfy its contractual obligations to maintain 1000 employees in RI or otherwise before 2023, causing the State to terminate that contract, Twin River will **increase the upfront payment by \$25 million to \$100 million** for earlier transition

Our proposal will generate an incremental \$20 - \$25M of annual contribution to the State while providing \$37.5M upfront and ensuring long-term competitive balance

	2003 Deal	TR Current Proposal	Available for IGT	State Total
Cash	\$12.5M	<del>\$37.5M</del> <sup>20M</sup> *	?	\$37.5 + IGT
Jobs	1,000	1,500	?	1,500 + IGT
Other Investment	\$70M (Building)	NA	<del>NA</del> ?	NA
Lottery	100%	0%	100%	100% - IGT
VLT	50%	50%	50%	50% - TR, 50% - IGT
Central System	100%	<del>50%</del>	50%	50% - TR, 50% - IGT

This is the only change vs. 2003 Master Contract

Twin River proposal: IGT would earn over 80% of current contract value

**Current IGT Value For 1 Year**

**\$50M - \$55M**

**80%**



**IGT Value Under TR Proposal (1 Year)**

**\$39M - \$43M**

\$5M - \$5.5M vendor fee for bottom performing units  
\$6M - \$6.5M of central system fee

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**\$200M - \$250M**

Remaining value to IGT through 2023

**\$800M - \$1BN**

Potential Value to IGT of 20 year extension  
under Twin River Proposal



## Conclusion

- There is **no compelling reason** for the State to rush into a deal this legislative session
- If a deal is consummated, it should be a **three-way partnership** that ensures the **long-term competitiveness** of the gaming facilities, **maximizing revenues** to the State immediately and into the future
  - Essential to **balance employment considerations** with up-front money and the quality and long-term sustainability of the revenue stream to the State
  - **Alignment of economic incentives and the presence of competition are the best and only ways to dictate proper levels of investment over 20 year horizon**
  - Important public policy, contained in **RIGL § 42-61.2-1(2) capping at 50% the number of VLTs** to be provided by central system licensee, should be honored
- Last few years have demonstrated the danger in allowing monopoly power and control on the VLT floor – State needs to avoid repeating this mistake
  - **Absence of sufficient competition and accountability led to major underinvestment, costing the State \$20-25M annually**

## **TWIN RIVER PROPOSAL**

### **MAY 14, 2019**

A copy of this 14-page presentation was received by the Lottery on May 16, 2019. Upon review, we were unable to understand the methodology that led Twin River to the assertions in the presentation regarding Video Lottery Terminals (VLTs) and Net Terminal Income (NTI). Contact was made with Mr. Adi Dhandhanian, Twin River's new Vice President of Strategy and Corporate Development, who had prepared the presentation. He subsequently sent "clarification" pages based on questions asked.

#### **BACKGROUND INFORMATION**

In order to provide a clear picture of the VLT Program, it is important to note that the Lottery operates and oversees this Program. The Lottery's Video Lottery Supervisor is the liaison with VLT Vendors, the Casinos, and the Central System Provider. The Video Lottery Supervisor hosts in-person Vendor Meetings as well as conference calls every two weeks, with representatives from Bally, IGT, MultiMedia, Twin River and Tiverton Casinos, and Gaming Laboratories International (GLI), the third-party testing Vendor for all VLT games. The Agenda Items include updates from both Twin River and Tiverton regarding performance, new games, floor layout, marketing updates, testing updates from GLI, system updates from IGT, and any other issues attendees may want to address.

Daily meetings/calls are held with IGT and two to three times a week with Bally and MultiMedia to discuss status of software testing, future conversions and new installs, and a review of anticipated performance of any new games being proposed for install. Based on that review, the Lottery notifies the Vendor if the game has been approved for testing.

Any proposed VLT game conversion, install, placement, or relocation is discussed as a group – Lottery, Bally, IGT, MultiMedia, Twin River, and Tiverton – with the Lottery having final approval.

#### **TWIN RIVER ASSERTION**

Most of the assertions made in this presentation cannot be supported. The main claim is that the State is losing \$20 - \$25 million a year due to old and under-performing VLTs supplied by IGT.

Mr. Dhandhanian explained that the conclusions presented were calculated without including NTI generated by the IGT Virtual VLTs (\$320 for BlackJack and \$900 for Roulette) or any new VLTs installed during Calendar Year 2018.

#### **LOTTERY RESPONSE**

Of the twenty-five top-performing VLT games in Calendar Year 2018, all but three are provided by IGT. Those IGT games range in age from three years up to twenty-one years.



Twin River's claim that age and performance of IGT machines is causing millions of dollars in lost revenue is not supported by the facts. The analysis done by Twin River is based entirely on subjective financial projections, optimizing results if all situations are set up as indicated in the presentation, such as assuming a new VLT will automatically increase NTI at the Facility. Where in reality, play on a new VLT will draw from play on another VLT. The way to increase NTI is to increase the number of people in the building. **By Twin River's own testimony, it takes aggressive marketing and promotions, amenities such as new restaurants, the hotel, higher-caliber concerts and events, and Free Play to draw in new players and increase NTI.**

Minutes from the Vendor Meetings referenced above confirm Twin River's long-standing belief of what impacts NTI:

At the January 2019 meeting, Gary Liberatore, Twin River's Director of Slots, thanked all of the Vendors for the hard work in getting 14% of the Twin River gaming floor replaced. He noted that Twin River had an increase in NTI while Plainridge, Foxwoods, and Mohegan Sun were all down. **He further noted that December 2018 was second highest December in Twin River's history. He attributed the increased NTI to Free Play, Gift Extravaganza Promotion (NTI during this event was \$2.3 million), good weather, Event Center Shows, the replacement of 160 VLTs before Christmas, and Sports Betting.**

At the June 2018 Vendor Meeting, Mr. Liberatore reported an NTI increase in the month of May, **saying the current gaming floor has the best mix of game product since Twin River's inception.**

In a review of Meeting Minutes over the past three years, Gary Liberatore and Craig Sculos, Twin River's Vice President and General Manager, attributed NTI declines to weather, Plainridge offering more Free Play than Twin River, various construction projects within the Twin River Facility; i.e. new escalator, renovations to accommodate more Table Games, and the Table Games themselves, with Mr. Sculos reporting the **"NTI taking a hit with the Table Games".** **There is no mention of under-performing VLTs.**

Sergio Sousa, Twin River's Marketing Director, noted in one meeting that "Plainridge is a game changer", saying Plainridge is very aggressive with various offers to their high-end players. He went on to say that **Twin River needs to keep its marketing program competitive in order to compete.**

Going through Meeting Minutes dating back to 2012, **there is not one mention of under-performing games or lack of new games,** and any decrease experienced in NTI has been attributed to the weather, construction, the overall economy, sporting events involving the Red Sox and Patriots, as well as the need for more Free Play.



# Twin River Followup

MAY 16, 2019

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## Potential impact to the state

	Situational Analysis	Proposed Solution	Estd. Annual Impact
<b>Replace old machines</b>	46% (1,900) of the current floor has machines that are 10+ years old. On average these machines generate \$244 of NTIPUPD which is 16.4% below the floor average (\$292) and 37.8% lower than the average for newer units (\$393)	99% (1,360) of the underperforming 10+ year old machines belong to IGT and should be replaced with newer machines with better content	\$10M - \$17M
<b>Enhance machine content</b>	Twin River is not receiving the best products from IGT's game catalog: 0 - 3 year old machines average \$350 NTIPUPD i.e. 37% lower than SGI's average of \$556 3 - 6 year old machines average \$300 i.e. 28% lower than SGI's \$416 average	Refresh content of games that are underperforming with games that have stronger player appeal. Leverage game catalog of other suppliers in the industry to increase diversification of products on the floor	\$7M - \$12M
<b>System Investment</b>	IGT has grossly under invested in the Twin River System. Twin River is the only casino in the area to not have iView4 bonusing suite	Install iView4 at Twin River which should generate a \$2 - \$4 NTIPUPD lift	\$2M - \$4M

**\$19M - \$31M**



# Replace old machines: Assumptions and analysis

## 1 Total IGT machines below the average's

10+ years old	\$292	\$242	\$272	\$564
IGT Brands Machines	Floor Avg.	10+ IGT Avg	10+ Floor Avg	10+ SGI Avg
Ainsworth	-	14	20	78
Aristocrat	501	19	22	56
Atronic	30	-	-	-
Bally	222	32	36	48
IGT	262	305	328	407
Konami	178	153	186	362
Spielo	167	-	-	8
<b>Total</b>	<b>1,360</b>	<b>523</b>	<b>592</b>	<b>959</b>

## 2 Daily impact to NTI due to low performance

NTIPD				
IGT Brands Machines	Floor Avg.	10+ IGT Avg	10+ Floor Avg	10+ SGI Avg
Ainsworth	-	-	-	-
Aristocrat	69,735	46,445	59,985	225,996
Atronic	4,436	3,025	3,846	13,058
Bally	36,079	25,520	31,725	104,822
IGT	33,976	22,238	28,977	129,412
Konami	20,974	12,680	17,494	81,831
Spielo	21,684	13,791	18,432	73,721
<b>Total</b>	<b>186,883</b>	<b>123,700</b>	<b>160,460</b>	<b>628,840</b>

## 3 Annualized impact to State General Fund

NTI General Fund 59.91%				
IGT Brands Machines	Floor Avg.	10+ IGT Avg	10+ Floor Avg	10+ SGI Avg
Ainsworth	\$ -	\$ -	\$ -	\$ -
Aristocrat	\$ 15,249,065	\$ 10,156,092	\$ 13,117,067	\$ 49,418,861
Atronic	\$ 969,962	\$ 661,539	\$ 841,103	\$ 2,855,512
Bally	\$ 7,889,365	\$ 5,580,601	\$ 6,937,275	\$ 22,921,601
IGT	\$ 7,429,555	\$ 4,862,905	\$ 6,336,506	\$ 28,298,656
Konami	\$ 4,586,362	\$ 2,772,852	\$ 3,825,488	\$ 17,894,201
Spielo	\$ 4,741,697	\$ 3,015,759	\$ 4,030,625	\$ 16,120,587
<b>Total</b>	<b>\$ 40,866,007</b>	<b>\$ 27,049,748</b>	<b>\$ 35,088,065</b>	<b>\$ 137,509,419</b>

## 4 Annualized impact to State General Fund

Minimum Impact (IGT Avg.) - **\$27,049,948**  
 Impact vs. Floor Avg. - **\$40,866,007**

Impact Range	30%	50%	Average
\$ 27,049,748	\$ 8,114,924	\$ 12,259,802	<b>\$ 10,187,363</b>
\$ 40,866,007	\$ 13,524,874	\$ 20,433,003	<b>\$ 16,978,939</b>

Annualized General Fund impact = NTIPD\*365\*59.91%

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# Enhance machine content: Assumptions and analysis (Part 1)

## 1 Total IGT machines below the average's

0-3 years old	\$292	\$350	\$393	\$556
IGT Brands Machines Floor Avg.	0-3 IGT Avg	0-3 Floor Avg	0-3 SGI Avg	
Ainsworth	-	-	-	-
Aristocrat	-	-	-	-
Atronic	-	-	-	-
Bally	-	-	-	-
IGT	283	380	421	512
Konami	-	-	-	-
Spielo	-	-	-	-
<b>Total</b>	<b>283</b>	<b>380</b>	<b>421</b>	<b>512</b>

## 2 Daily impact to NTI due to low performance

<i>NTIPD</i>				
IGT Brands Machines Floor Avg.	0-3 IGT Avg	0-3 Floor Avg	0-3 SGI Avg	
Ainsworth	-	-	-	-
Aristocrat	-	-	-	-
Atronic	-	-	-	-
Bally	-	-	-	-
IGT	29,258	48,637	65,712	143,209
Konami	-	-	-	-
Spielo	-	-	-	-
<b>Total</b>	<b>29,258</b>	<b>48,637</b>	<b>65,712</b>	<b>143,209</b>

## 3 Annualized impact to State General Fund

<i>NTI General Fund</i>		59.91%	365	
IGT Brands Machines Floor Avg.	0-3 IGT Avg	0-3 Floor Avg	0-3 SGI Avg	
Ainsworth	\$ -	\$ -	\$ -	\$ -
Aristocrat	\$ -	\$ -	\$ -	\$ -
Atronic	\$ -	\$ -	\$ -	\$ -
Bally	\$ -	\$ -	\$ -	\$ -
IGT	\$ 6,397,816	\$ 10,635,578	\$ 14,369,380	\$ 31,315,680
Konami	\$ -	\$ -	\$ -	\$ -
Spielo	\$ -	\$ -	\$ -	\$ -
<b>Total</b>	<b>\$ 6,397,816</b>	<b>\$ 10,635,578</b>	<b>\$ 14,369,380</b>	<b>\$ 31,315,680</b>

## 4 Annualized impact to State General Fund

Minimum Impact (Floor Avg.) - **\$6,397,816**

**Please reference next slide for  
Part 2 using 3-6 year old  
machines**

Annualized General Fund impact = NTIPD\*365\*59.91%

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## Enhance machine content: Assumptions and analysis (Part 2)

### 1 Total IGT machines below the average's

3-6 years old	\$292	\$300	\$328	\$416
IGT Brands Machines	Floor Avg.	3-6 IGT Avg	3-6 Floor Avg	3-6 SGI Avg
Ainsworth	22	22	28	57
Aristocrat	23	24	26	37
Atronic	-	-	-	-
Bally	41	42	46	48
IGT	343	349	359	390
Konami	211	220	248	302
Spielo	-	1	1	5
<b>Total</b>	<b>640</b>	<b>658</b>	<b>708</b>	<b>839</b>

### 2 Daily impact to NTI due to low performance

NTIPD				
IGT Brands Machines	Floor Avg.	3-6 IGT Avg	3-6 Floor Avg	3-6 SGI Avg
Ainsworth	1,444	1,616	2,317	6,160
Aristocrat	2,223	2,404	3,094	5,827
Atronic	-	-	-	-
Bally	3,890	4,216	5,453	9,640
IGT	52,460	55,155	65,133	98,086
Konami	20,711	22,388	28,961	53,065
Spielo	-	0	29	305
<b>Total</b>	<b>80,727</b>	<b>85,779</b>	<b>104,987</b>	<b>173,083</b>

### 3 Annualized impact to State General Fund

NTI General Fund				
	59.91%			
IGT Brands Machines	Floor Avg.	3-6 IGT Avg	3-6 Floor Avg	3-6 SGI Avg
Ainsworth	\$ 315,761	\$ 353,295	\$ 506,732	\$ 1,347,077
Aristocrat	\$ 486,033	\$ 525,777	\$ 676,662	\$ 1,274,119
Atronic	\$ -	\$ -	\$ -	\$ -
Bally	\$ 850,624	\$ 921,887	\$ 1,192,330	\$ 2,108,063
IGT	\$ 11,471,524	\$ 12,060,871	\$ 14,242,724	\$ 21,448,578
Konami	\$ 4,528,820	\$ 4,895,569	\$ 6,332,982	\$ 11,603,827
Spielo	\$ -	\$ 87	\$ 6,242	\$ 66,736
<b>Total</b>	<b>\$ 17,652,761</b>	<b>\$ 18,757,486</b>	<b>\$ 22,957,673</b>	<b>\$ 37,848,400</b>

### 4 Annualized impact to State General Fund

Minimum Impact (Floor Avg.) - **\$17,652,761**

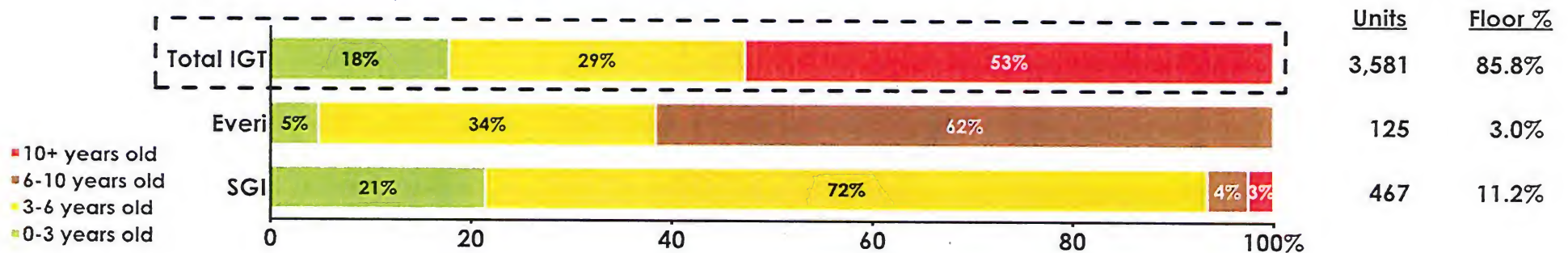
Impact	Impact Value	30%	50%
0-3 Year Minimum	\$ 6,397,816	\$ 1,919,345	\$ 3,198,908
3-6 Year Minimum	\$ 17,652,761	\$ 5,295,828	\$ 8,826,381
<b>Total</b>	<b>\$</b>	<b>\$ 7,215,173</b>	<b>\$ 12,025,289</b>

Annualized General Fund impact = NTIPD\*365\*59.91%

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# Twin River floor composition by age and vendor



Data based on management reporting  
 Note - 2018 data updated to remove Shuffle Master virtual table units and replaced machines

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## Twin River floor composition by age and vendor (Data)

Machines	0-3 years old	3-6 years old	6-10 years old	10+ years old	Total Machines	% of Floor
SIG	100	336	19	12	467	11.2%
Everi	6	42	77	0	125	3.0%
Ainsworth	0	100	0	0	100	2.4%
Aristocrat	0	72	0	631	703	16.8%
Atronic	0	0	0	32	32	0.8%
Bally	0	48	0	307	355	8.5%
IGT	577	437	0	462	1476	35.4%
IGT Premium	61	0	0	0	61	1.5%
Konami	0	390	0	248	638	15.3%
Spielo	0	8	0	208	216	5.2%
Total	744	1433	96	1900	4173	100.0%



## 0-3 year IGT and SGI data by cabinet type

### IGT

Cabinet Type	Machines	Days	NTIPU		NTIPUPD	
GCC	71	1,355	\$	367,140	\$	271
GCS	82	21,278	\$	8,806,855	\$	414
GCURV	50	14,589	\$	10,742,797	\$	736
GIMV	26	9,490	\$	2,648,022	\$	279
GIS	68	21,407	\$	5,620,999	\$	263
ICC	132	5,017	\$	1,286,430	\$	256
ICD	50	18,250	\$	5,696,477	\$	312
IS	98	35,768	\$	9,359,357	\$	262
<b>Total</b>	<b>577</b>	<b>127,154</b>	<b>\$</b>	<b>44,528,077</b>	<b>\$</b>	<b>350</b>

### SGI

Cabinet Type	Machines	Days	NTIPT		NTIPTPD	
BSGJ	26	3,376	\$	2,560,809	\$	759
BSGS	21	2,603	\$	1,275,418	\$	490
BSGT	53	11,844	\$	6,066,873	\$	512
<b>Total</b>	<b>100</b>	<b>17,823</b>	<b>\$</b>	<b>9,903,100</b>	<b>\$</b>	<b>556</b>

We spoke to Adi from Twin River to try to identify some of the numbers. It's filled entirely with subjective financial projections, optimizing results if all situations are set up as he indicates in his presentation. It's based on a database obtained from Gary Libertore's database from calendar year 2018 Twin River Lincoln NTI by machine, adjusted to eliminate NTI from virtual tables or new games added during fiscal year 2018.

As an example on page 6, to come up with the 7% between \$292 and \$314 he optimizes a projection where he says that 7% of the machines that perform below the floor average (\$292) in the 0 to 3 year category of machine age, if optimized would generate \$6.4 million additional; and he took 30% to 50% of the incremental sales would result in \$2 to \$3 million additional. Then he took 3 to 6 year old machines, that if they performed at the floor average, and he took 30% to 50% estimated of the additional sales. All of this results in an estimated additional 7% income on an optimizing projection.

Second example, projected optimizing exercise, page 8:

Under the different cabinet styles, he takes the optimal \$736 for 50 units ( $\$736 \times \$50 \times 14,589 \text{ days} = \$536,875,200$  additional NTI/\$50 is going to generate another \$10, 737,500 million)